

## Message Text

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PAGE 01 DUSSEL 00883 091515Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 /021 W  
-----007148 091518Z /45

P R 091450Z JUN 78  
FM AMCONSUL DUSSELDORF  
TO USDOC WASHDC PRIORITY  
SECSTATE WASHDC PRIORITY 3542  
INFO AMEMBASSY BONN

UNCLAS DUSSELDORF 0883

STATE FOR EB/OCA - HARRIS

E.O. 11652: N/A  
TAGS: BEXP, BTRA  
SUBJECT: FOREIGN BUYER PROGRAM: VISIT OF 30 GERMAN BUSINESS-  
MEN TO NAT'L. HOUSEWARES SHOW, CHICAGO, JULY 10-13, 1978

REF: A) USDOC 4281, B) DUSSELDORF 2079, C) USDOC 279

1) DUESSELDORF HAS COMPLETED RECRUITMENT FOR THE SUBJECT  
SHOW, HAVING ENROLLED 30 PARTICIPANTS FROM 20 GERMAN FIRMS.  
ALL PARTICIPANTS ARE STRICTLY BUSINESS-ORIENTED. NO ONE  
BOOKED THE 9-DAY VACATION TRIP TO THE BAHAMAS, WHICH WAS  
OFFERED BY THE CARRIER AS PART OF THE PACKAGE.

2) A STRONG SELLING POINT FOR THE TRIP WAS THE "OPEN RETURN  
TICKET" FROM CHICAGO TO LUXEMBOURG OFFERED BY ICELANDIC  
LOFTLEIDIR, WHICH MOST PARTICIPANTS WILL EXPLOIT FOR AFTER-  
FAIR DISCUSSIONS AND VISITS TO US SUPPLIERS OR CUSTOMERS.

3) HERR BERNHARD CLERMONT, E/C SPECIALIST FROM DUESSELDORF,  
WILL ESCORT THE FBP GROUP. THE GROUP WILL  
DEPART BY ICELANDIC LOFTLEIDIR FLIGHT ON JULY 9, 1978 AT  
15:30 HRS. AND ARRIVE IN CHICAGO ON JULY 9, 19:30 HRS.  
(CHICAGO TIME). A BUS WILL TRANSPORT THE PARTICIPANTS TO  
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THE BLACKSTONE HOTEL, CHICAGO, WHERE THE GROUP WILL BE  
STAYING UNTIL JULY 13, 1978. THE CHICAGO AMERICAN EXPRESS  
TRAVEL AGENCY WILL PROVIDE A HOSPITALITY DESK AT THE  
HOTEL. THAT AGENCY WILL HANDLE THE PARTICIPANTS' INDIVI-  
DUAL TRAVEL REQUESTS, WHILE THE CONSULATE ESCORT WILL HANDLE  
THE GROUP'S REQUESTS CONCERNING THE TRADE FAIR ITSELF. HE  
CAN BE REACHED THROUGH THE INTL. BUSINESSMEN'S CENTER

LOUNGE, NATL. HOUSEWARES EXPO, MCCORMICK PL., CHICAGO.

4) AMCONSUL DUESSELDORF WILL SUBMIT ITS EXPENSE REPORT DURING THE WEEK BEGINNING JULY 4, 1978.

5) LIST OF PARTICIPANTS WILL FOLLOW IN A SEPARATE TELEGRAM.

6) ACTION USDOC: WILL THE COMMERCE DISTRICT OFFICE HAVE A REPRESENTATIVE OR A BOOTH AT THE HOUSEWARES SHOW? IF NOT, THE POST WOULD APPRECIATE THE NAME OF A CONTACT IN THE CHICAGO DISTRICT OFFICE.

7) ACTION STATE EB/OCA: A) WILL STATE BE ABLE TO PROVIDE ADVANCE MAN TO ARRIVE IN CHICAGO 2-3 DAYS PRIOR TO THE GROUP TO COORDINATE LOGISTICAL ARRANGEMENTS? B) DOLPH ZAPFEL, DIRECTOR OF THE US NATIONAL HOUSEWARES MANUFACTURERS ASSOCIATION, MAILED COPIES OF THE SHOW'S EXHIBITORS LIST TO POST ON MAY 10TH. UNFORTUNATELY THE LISTS HAVE NOT ARRIVED YET. REQUEST THAT STATE CONTACT MR. ZAPFEL'S OFFICE AND ASK FOR A REPEAT MAILING.  
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## Message Attributes

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**Capture Date:** 01 jan 1994  
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**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**TAGS:** BEXP, BTRA  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014